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PLEDGE FOR GROWTH

Port encourages responsible
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JULY & AUGUST 2008





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July + August 2008



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SCDOC is committed to helping businesses prosper in South Carolina, working to recruit new businesses to the area, as well as promoting economic opportunity for SC individuals and businesses.



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BRIGGS INDUSTRIES

Company's success based on developing products that minimize water use while maximizing performance.



PORT CHARLESTON
magazine
is also available
online at
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WANDO WELCH TERMINAL

THE PORT OF CHARLESTON'S MOST RECENT EXPANSION OF THE WANDO WELCH TERMINAL IS NEARING COMPLETION. A 25-ACRE CONTAINER YARD TO BE DEDICATED TO REEFER CONTAINERS WILL BE OPEN FOR BUSINESS LATE THIS FALL. THE SITE IS LOCATED NEAR THE TERMINAL ENTRANCE, BETWEEN THE APM OPERATION AND THE WANDO CFS. THE EXPANDED AREA WILL PROVIDE MORE THAN 1,000 REEFER SLOTS ALLOWING THE PORT TO RELOCATE REEFER SERVICE FROM THE CURRENT AREA, CLOSER TO THE DOCK, TO THE LOCATION FARTHER BACK AND CONVERT THOSE SLOTS TO RTG RUNS.

Take the Pledge for Growth Today

THE PORT OF CHARLESTON COMMUNITY IS BLESSED with a remarkable natural harbor that has attracted business, residents, and visitors for more than 300 years. Anyone who has ever come to Charleston can attest to the unique quality of life here. Those of us in the waterfront business community continue to enjoy the commercial, recreational, and aesthetic qualities of the area and seek to balance economic interests with quality of life.

At the South Carolina State Ports Authority we have renewed and significantly extended our commitment to responsible growth and have taken a leadership role in asking other waterfront organizations to join us.

Evidence of this commitment can be seen in several recent events, both in the Port of Charleston and throughout our industry. Among them:

NEW INTERNATIONAL STANDARDS FOR SHIPS Earlier this summer the U.S. adopted the more stringent MARPOL Annex VI ship emissions regulations. These regulations are international in nature and will reduce emissions from ocean-going vessels while keeping our country on a competitively level playing field. The American Association of Port Authorities was a key supporter of this initiative for the U.S. to adopt the international regulations, as was the Authority.

EMS AND THE HIRING OF AN ENVIRONMENTAL AFFAIRS MANAGER The Authority was recently accepted into the Port Environmental Management System (EMS) Assistance Project established by AAPA, EPA and Global Environment and Technology Foundation. During the 18-month project, the Authority proposes to develop an EMS for fuel dispensing and usage at its five terminals in Charleston.

In support of this commitment, the Authority has budgeted to hire an environmental affairs manager. This individual will implement the EMS and work with the S.C. Department of Health and Environmental Control.

DIESEL EMISSIONS REDUCTION ACT GRANT APPLICATION The Authority, the Charleston Motor Carriers Association, the South Carolina Truckers Association, Department of Health and Environmental Control, the Charleston Metro Chamber of Commerce, and the American Lung Association have joined to apply for grant funding through EPA to improve trucks in the private sector fleet serving our Port. If received, the grant money will be targeted towards retro-fitting rubber-tired gantry cranes and over-the-road trucks with new equipment that will reduce air emissions and increase fuel efficiency.

RESPONSIBLE CONSTRUCTION PRACTICES The initial phase of demolition at the port expansion site at the former Naval Base is complete, and virtually everything that can be reused in some way has been recycled. All of the scrap metal such as copper and steel removed from old buildings and more than 4,000 tons of wood chips created from clearing the site are being reused locally. Also, all of the concrete, masonry and asphalt materials from former buildings

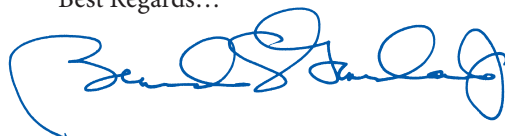
and parking lots are being stockpiled on the site. These materials will eventually be ground down and reused in the construction of the terminal itself. In addition to these recycling efforts, all of the contractor bid documents for the project include specific measures to minimize air impacts, such as the requirement of Tier 2 or better diesel engines for all trucks coming onto the site.

VOLUNTARY EFFORTS Over the years the Authority has made great efforts to minimize the impact of our operations on surrounding communities and the environment. For example, long before it was in vogue, we switched from diesel container cranes to cleaner, quieter electric container cranes. We go to great lengths to control storm water runoff, minimize truck idle time, and minimize noise and light pollution. Most recently, we voluntarily agreed to conduct ongoing air quality monitoring with the Department of Health and Environmental Control to provide previously unavailable data on air quality in the region and development impacts on it. And our mitigation plan for the new terminal to be built at the former Naval Base includes more than \$12 million in community and environmental initiatives. Air quality, water quality, marsh restoration, wetland protection, right whale protection—all of these matters were embraced in the mitigation plan.

PLEDGE FOR GROWTH This summer the Authority launched a new initiative, the Pledge for Growth, challenging our friends and colleagues in the business community to join us in responsible growth. The Pledge centers on a new website, www.PledgeforGrowth.com, detailing the Authority's diverse environmental and community efforts. In the long process of port expansion in Charleston, anti-growth factions have presented growth and quality of life as mutually exclusive. We reject that notion. Our community can find economic prosperity without compromising the environment.

All of these efforts are evidence of the real commitment the Authority has made to responsible growth. No growth is not a viable option. Quality of life is more than just pretty scenery and clean air. For many, quality of life also includes a steady job, being able to sustain a career in the community we share with family and friends, and a thriving commercial base that provides support for the arts, non-profit organizations, and sound leadership. Many others in our community share this perspective. If you do, I hope you will visit www.PledgeforGrowth.com and take the Pledge today.

Best Regards...



Bernard S. Groseclose, Jr.
President and CEO

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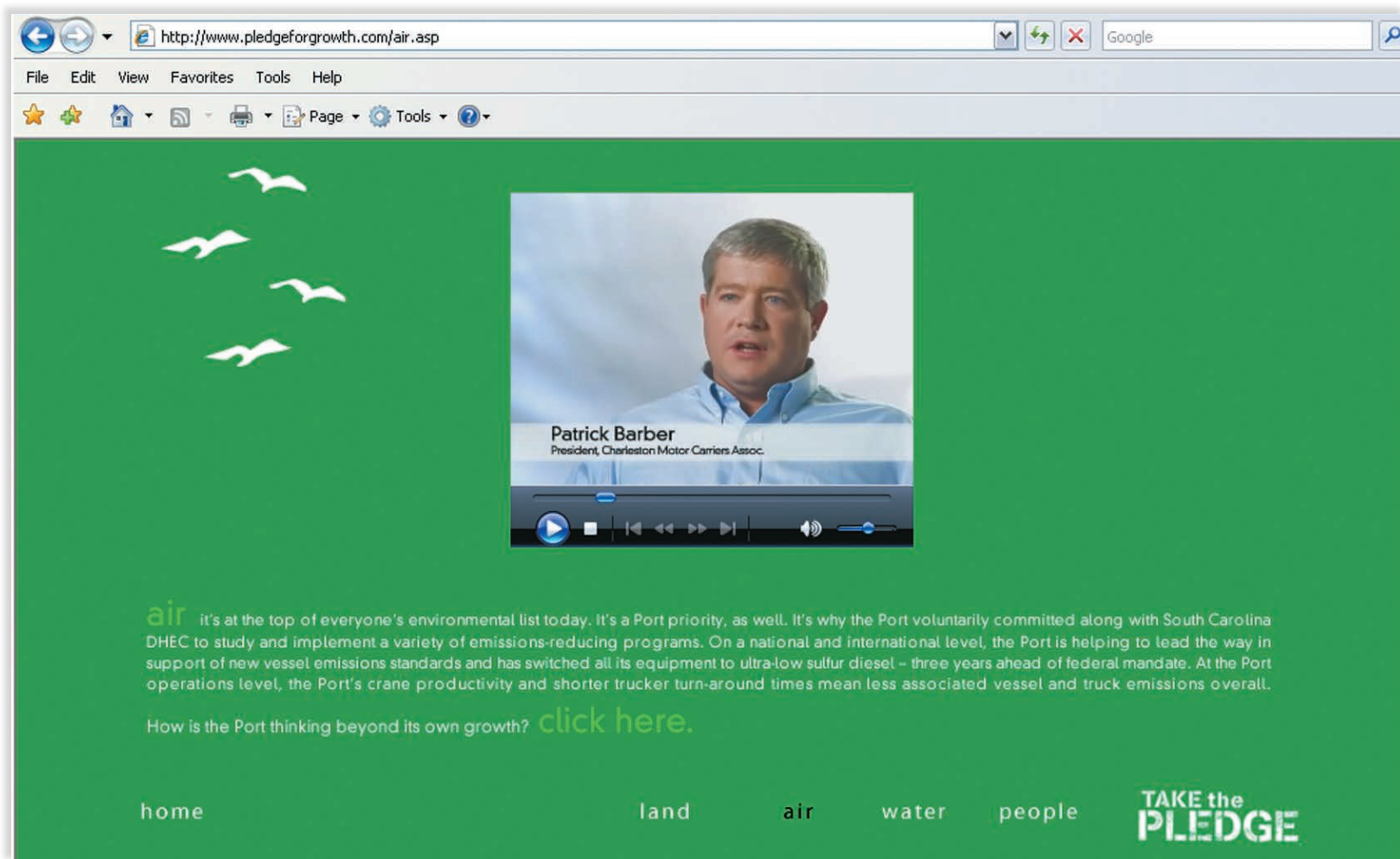


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Waterfront Leaders Take the SCSPA's "Pledge for Growth"

EARLIER THIS SUMMER, THE SCSPA CHALLENGED business and community leaders to join its "Pledge for Growth" by committing to projects beneficial to the environment and their communities. The program already has been met with much enthusiasm among waterfront leaders, who have written detailed pledges on the program web site: www.PledgeforGrowth.com.

The Pledge for Growth encompasses all of the SCSPA-led environmental and community programs, many of which go above and beyond what is required by agencies such as DHEC and the EPA. All of the programs are related to four main areas—land, air, water and people.

The SCSPA encourages companies and individuals to join the Pledge for Growth by visiting the Web site, viewing the series of videos to better understand the port's environmental and community efforts as a

whole, and by making their own pledge.

"The SCSPA realizes that to truly enhance our communities, it will take a widespread effort," said Bernie Groseclose, SCSPA president and CEO. "We hope the Pledge for Growth will inspire action by responsible executives and companies willing to do their part."

Among the efforts, the SCSPA is reducing port-related air emissions and funding an air monitoring station, working with North Charleston to create new employment opportunities and affordable housing, improving water quality, and contributing to land conservation efforts in the Charleston area.

The Charleston Motor Carriers Association was the first organization to make a pledge, committing to work with the SCSPA and DHEC to determine additional ways to save fuel and reduce air emissions. Since



that time, 10 other companies have joined the effort.

"We hear 'Go Green!' every day in conversations with other people, we read about it in magazines, and it's on every television station. To some, it's just the 'in' thing to do; to others, this movement is a way of life. Most of us are somewhere in between," said Vicki Harlan, human resources manager at ATS Logistics. "ATS Logistics has always strived to be a good neighbor, whether it's next door, locally or globally, so when the Port asked us to make our pledge, we were all on board."

In order to get all of the company's employees to buy into the Pledge for Growth, ATS solicited associates for suggestions and held a gift card drawing for the best ideas. One staff member volunteered to take the office recycling to

a facility close to her home so that extra gasoline would not be used. The company has also pledged to conserve electricity, use cups versus Styrofoam, and install a programmable thermostat.

"Our participation alone may not make a difference; however, partnered with other friends of the Port, we can make a collective difference in our community and the world's environment," Harlan added.

Other companies, such as Hipage in Charleston and Asset Integration Consultants in Summerville, have pledged to institute office-wide recycling programs.

"We should all be aware of the footprints we are leaving," said Elaine Chandler, Hipage resident vice president. "We must do our part, in even the smallest ways, toward environmental stewardship

for the next generation, whether that is finding a new way to 'go green' or moving away from wasteful processes."

Asset Integration Consultants has converted to energy-efficient lighting and Energy Star-rated office machines. The company hopes to reduce printed output by 40% by year-end 2009, and it will institute electronic data delivery among staff members and clients, when appropriate and secure.

"We already had incorporated most of these items into our practice, but the Pledge for Growth has made us focus on these items," said Sean Bennett, president and CEO of Asset Integration Consultants. "Let's be clear, our steps are not going to change the world; but, we can begin the journey toward sustainability."

Bennett added that the Pledge

for Growth illustrates that it is possible to encourage commerce and economic development while maintaining and improving the environment.

"Too often, the rhetoric of the day attempts to polarize individuals and institutions into believing that common ground is not possible," Bennett said. "I applaud the Port's efforts."

OOC's Margie Hardwick, who pledged to recycle everything from coffee grounds to headset batteries, as well to donate old computers for refurbishing or educational needs, pointed out that there are few unspoiled places in North America with Charleston's charm and elegance.

"We can hold on to what we have and make a difference simply by one small act of consciousness

CONTINUED



Construction Advances at New Container Terminal

Construction of the Port of Charleston's new 280-acre container terminal on the former Navy Base in Charleston is moving forward. This summer, demolition work to remove old buildings continued (left) and work began on the installation of 3.5 million feet (662 miles) of wick drains and prefabricated vertical drains.

The wick drains provide a channel for water to migrate vertically from sub-surface soils in order for the land to consolidate and the site to settle. This work is a necessary step before any construction may commence, and it greatly reduces the destructive effects long-term settlement would have on above-ground pavement and structures.

The wick drains are pushed vertically deep into the clay soil. Once the wicks are in place, a thick layer of soil (surcharge) is placed over the area to provide weight. The surcharge presses down on the wet soils, causing water to migrate vertically up the wick drains into the horizontal drainage layer above.

and appreciation at a time," she said. "My pledge is just one small act to ensure the ecological impact to Charleston is a positive one."

S.C. Ports Earmarks \$80 Million to Develop New Capacity

The SCSPA Board of Directors recently approved a \$160-million budget, projecting more than \$100 million in capital spending for the coming fiscal year. More than \$80 million of the anticipated capital spending in the next 12 months will go directly to projects adding new capacity to the SCSPA's port facilities, primarily in Charleston.

"Progress and spending also is anticipated on development of a new joint port facility on the Savannah River in Jasper County," said SCSPA Spokesperson Allison Skipper.

Looking ahead, the SCSPA board also approved \$100.3 million in capital spending in FY09 for capacity enhancements and terminal improvements. The largest allocations of the plan are \$56.2

million for the new container terminal at the former Navy Base and \$24.7 million for container yard expansion and improvements. Other 2009 improvements include \$7.6 million for security and U.S. Customs projects, \$6.1 million for equipment such as cranes and container handlers, and \$2.1 million for IT systems.

In 2010, the SCSPA projects that it will spend nearly \$160 million in more capital improvements. The board has budgeted \$83 million in 2010 for the Navy Base and other new terminals, \$25.5 million for yard expansion, and \$24.9 million for new equipment. Roughly \$19 million is saved for other capital projects. More than \$7 million will go toward IT systems plan implementation, while \$5.6 million is earmarked for security and U.S. Customs projects.

"Beyond 2010, the SCSPA will be continuing construction of the new container terminal at the former Navy Base, a project estimated to cost around \$550 million in construction and equipment," Skipper added.

The budget approvals come on the heels of increasing production and revenues at the Port of Charleston. In May, the SCSPA handled 157,553 20-foot equivalent units (TEUs) in Charleston, up 7% from the same month last year, and up 14% from the previous month.

For the SCSPA's 2009 fiscal year, which began July 1, operating revenues are expected to increase 1.63% to \$160.4 million, and pier containers are projected to increase just slightly (0.5%) from the current year. The number of employees is projected to increase by nine to 593. Jobs could be added in Port Police and operations, along with a new environmental affairs position.

BBC Chartering to Call POC Monthly

Leer, Germany-based BBC Chartering will call the Port of Charleston monthly on its newly launched breakbulk service, the Andino Express Line European Service, from Europe to West Coast South America. The port rotation is Hamburg,

Antwerp, Bilbao, Charleston, Callao, Valparaiso, Antofagasta. "BBC Chartering chose to call the Port of Charleston because it is centrally located on the U.S. Atlantic Coast, with easy deviation on the Europe to South America route. Charleston also offers good terminal facilities for our vessels," noted Ed Bastian, BBC Chartering director of sales and marketing. The Andino Express Line employs vessels ranging from 7,500-12,000 dead weight tons (DWT), and all vessels on the route are geared toward tweendeck boxhold ships. The first vessel to call Charleston on the service, the BBC Gibraltar, arrived May 22 at Columbus Street Terminal, where it picked up an export shipment of nine pieces of Caterpillar rolling stock equipment and five pieces of cement plant equipment.

Bookings and pricing requests can be made via email to www.houston@bbc-liner.com or by calling Jamilette DeLaPaz, BBC Chartering vice president and line manager, at (713) 668-4020.

New Breakbulk Service

BREAKBULK CARRIER BBC HAS INITIATED REGULAR SERVICE WITH THE PORT OF CHARLESTON. THE BBC ANDINO EXPRESS LINE SERVICE CONNECTS EUROPE, THE U.S. EAST COAST AND SOUTH AMERICA. THE SERVICE WILL CALL THE PORT OF CHARLESTON MONTHLY LOADING AND DISCHARGING BREAKBULK, HEAVY LIFT, AND PROJECT CARGO. THE SERVICE MADE ITS INAUGURAL CALL IN CHARLESTON IN MAY. AMONG THE EARLY CARGOES HANDLED BY BBC WERE 51 WINDMILL BLADES (154' 7" L X 8' W X 8' 3" H) WEIGHING 30,644 LBS. EACH. THE PORT ROTATION INCLUDES HAMBURG, ANTWERP, BILBAO, CHARLESTON, ESMERALDAS, CALLAO, ANTOFAGASTA, AND VALPARISO. SSA IS THE STEVEDORE IN CHARLESTON. THE SERVICE CALLS AT THE COLUMBUS STREET TERMINAL.



Hipage Acquires W.M. Stone

The Hipage Company, Inc. announced that it has acquired W. M. Stone & Company, Inc., a competitor based in Hipage's home city of Norfolk, VA.

"The acquisition of W. M. Stone fits our culture," said Linwood D. Beckner, Hipage part owner and executive vice president. "We have known and respected each other for many years, even though we have been competitors."

Hipage, founded in 1927, is one the largest privately owned customs brokerage and international freight forwarding firms in the United States, with gross revenues exceeding \$250 million a year. Trade publication Global Logistics & Supply Chain Strategies last year named Hipage to its list of 100 Great Supply Chain Partners.

All full-time W. M. Stone employees have been offered positions at Hipage, which employs 150 people in 12 offices throughout five states. William Meade Stone founded W. M. Stone in 1907. His grandsons, Meade G. Stone, Jr. and

Stuart C. Stone, currently lead the firm.

Charleston's Hipage office is located at 2420 Mall Drive, Suite 208, Charleston, SC 29406. Resident Vice President Elaine Chandler can be reached at (843) 554-4111.

Maersk Improves WestMed Service

Maersk Line announced that it has improved its WestMed service between the U.S. East Coast and the Mediterranean, adding a call at Leghorn, Italy. The new port rotation is: Gioia Tauro (Italy), Leghorn (Italy), Genoa (Italy), Algeciras (Spain), Newark (U.S.), Charleston (U.S.), Houston (U.S.), Algeciras (Spain), and Gioia Tauro (Italy). At the same time, Maersk has discontinued its existing call at Valencia.

"We will serve Valencia via Algeciras with an excellent connection to the WestMed and MECL2 services, hence providing two weekly services to Newark, and one weekly service to Norfolk, Charleston, Savannah

and Houston," a company spokesperson said.

The company said the changes will improve the reliability of the WestMed service, allowing vessels to run at an optimal speed while reducing emissions.

The SL Integrity, which was the first vessel to sail on the new schedule, departed Gioia Tauro on April 27. The last vessel to call Valencia directly was the SL Commitment, which departed May 7. For more information, please see route maps and schedules on www.maerskline.com.

Two Services Position POC as Last Outbound U.S. Port

In May, the Port of Charleston became the last outbound U.S. port of call for both an upgraded South America service and a relaunched Asia service.

In May, the CKYH Alliance (Cosco, K Line, Yang Ming, and Hanjin Shipping) reinstated the weekly All Water 5 (AWE-5) ser-

vice from Asia that had been temporarily suspended. Eight vessels with an average capacity of 4,014 TEU are now deployed on the service, of which Charleston is the last outbound U.S. port. Port coverage includes Xiamen, Yantian, Ningbo, Shanghai and Pusan.

Additionally, Hanjin Shipping, K Line, and Yang Ming have joined CSAV Norasia to introduce a new service that will provide additional capacity from the East Coast of South America to the U.S. East Coast. The SNA (South and North America) service will deploy five ships with average capacity of 2,500 TEUs. The SNA service replaces the existing NSA service, which was operated by Hanjin Shipping, K Line, Yang Ming, and Hyundai Merchant Marine with four 1,800-TEU vessels. The new service offers calls in Sao Francisco do Sul, Santos and Salvador, Brazil; Puerto Cabello, Venezuela; and Rio de Janeiro, Brazil. Charleston is again the last U.S. port outbound, offering exporters quick transit times to overseas markets.

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Port of Charleston Completes Security Training Pilot Program

The SCSPA Port Police, Georgia Port Authority Port Police, Project SeaHawk, and U.S. Coast Guard recently participated in a pilot seaport security training program.

Florida State University's Learning Systems Institute conducted the course at the Port of Charleston's Wando Welch Terminal. The course was made possible by a grant from The Department of Homeland Security (DHS), which tasked the institute to design, develop and implement a turnkey training and performance system to support national port security efforts by reaching all port stakeholders. The Port of Charleston was selected as one of two test sites for the pilot course, which provided a comprehensive

curriculum covering the knowledge and skills required by those in a secure maritime environment.

Participants in the pilot program offered feedback to the course designers for inclusion in the final version of the courses being tested, while the U.S. Maritime Administration (MARAD), DHS, and Florida State senior officials observed throughout the training.

The initial courses for Law Enforcement Officer, Law Enforcement Supervisor, and Port Employee began in March at the Port of Charleston, and the comprehensive program will include training for Security Officer, Security Officer Supervisor, First Responder, Port and Facility Management, and Facility Security Officer. These courses now are available nationwide at no charge to the training program's users. The courses address all training requirements

specified by MARAD, Coast Guard, and the SAFE Port Act of 2006.

Domtar Paper to Expand Fort Mill Operations Center

Canada's Domtar Paper Company will invest \$1 million in its Fort Mill, SC, operations center on I-77. The move will create 90 new jobs, bringing its employee base up to nearly 300 people. New positions at the executive level, as well as in IT, planning, and customer service are anticipated.

Domtar executives cited the need to bring operations closer to the company's mill base, situated primarily in the Southeast. The company runs a paper plant in Bennettsville and processing plants in Rock Hill and Tatum.

Domtar (NYSE:UFS) is the largest North American manufacturer of "uncoated freesheet" paper, such as printer and copy-machine paper. The company, which is based in Montreal, has more than 10,000 employees and reached \$6 billion in sales last year.

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Trammell Crow Company:

Making A \$200 Million Commitment to Charleston

BY BETSY HARTER

OVER THE LAST SEVERAL YEARS, THE CHARLESTON REGION has caught the eye of many national developers who have realized the area's potential for future growth. One such company is Trammell Crow, a real estate development and investment firm with offices in 28 major U.S. cities.

Since Trammell Crow was founded in 1948, the company has developed more than 500 million square feet worth \$50 billion in value. It has operated as an independent subsidiary of CB Richard Ellis Group, Inc., a Los Angeles-based leading commercial real estate services firm, since December of 2006.

Trammell Crow's mission statement is simple, yet clear: "At the heart of building value is a commitment—a commitment to create the right product in the right market for our clients while supporting quality economic growth for the community." Today, the "right product" is a \$200 million commerce park, and the "right market" is Charleston.

"We have seen a lot of activity in the last decade in the Carolinas," said Curt Grantham, Trammell Crow's senior managing director of the Southeast Region. "Charleston is a market that we have targeted going forward, and we plan to make it our third largest market in the Carolinas (after Charlotte and Raleigh)."

Although Charleston is home to Trammell Crow's newest project, the area is not new territory for the company. Trammell Crow has been investing in the Charleston area since 2001, when it partnered with the Daniel Island Co. and Brumley Meyer & Kapp to launch the \$13.5 million SunCom project on Daniel Island. Trammell Crow executives spent a great deal of time in Charleston during the project, and they realized the area's promise due to the Port of Charleston's growing production.

"Class A warehousing distribution space is very much in short supply in the Charleston market, so there is a pent-up demand for the type of product we build," Grantham noted. "Charleston is an attractive market in which to plant our flag and develop a multi-year strategy for warehouse distribution space."

Grantham said Trammell Crow sought a site on I-26 near Jedyburg because the area is perfectly positioned right between the Port of Charleston and I-95.

"We were targeting sites in the Jedyburg area that had suitable soil conditions, existing road infrastructure, good visibility, great access, and the ability to build large-scale distribution buildings at a competitive price," Grantham remarked.

After much research, the company hit pay dirt: a large tract of land owned by the Baucom family, which owns both Baucom's Nursery and Baucom's Grading companies. With utilities in place, engineered soil, and drainage already in place, the site was well prepared for industrial development.

"The Baucom site was one of the few sites we found that was shovel-ready," Grantham said. "We can start developing without extensive site preparation because the infrastructure is already in place and the soils are ready to build on. This gives us a big cost advantage, as well as a timing advantage in terms of getting out of the ground. We feel great about our timing, position, and location in the market."

This summer, Trammell Crow plans to begin work on Phase I of property at the Jedyburg Road Exit, off of I-26. Here, it will develop Omni Commerce Park, a three-phase project that includes seven buildings with potentially 3.2 million square feet.

Phase One, which will include three buildings, will begin this summer. The first facility, scheduled for completion in the first quarter of 2009, will be a 500,000-square-foot cross-dock building that is expandable up to 772,000 square feet. The

steel frame, concrete tilt-wall structure will offer 32-foot clear heights, Early Suppression Fast Response sprinkler systems, and enhanced security features. The two other buildings in Phase One will measure 263,000 and 315,000 square feet, respectively, and will be designed to the same high standards.

"These facilities can be single-user buildings, but we also have the ability to easily subdivide them to accommodate several clients," Grantham said.

He added that the timing of Phases Two and Three, which will each include two buildings of 325,000-428,000 square feet, is subject to demand after Phase One is completed. Grantham is optimistic about that demand, however, since he already has gained several active leads before even breaking ground on the project.

As if a \$200 million investment weren't enough, Trammell Crow's commitment to the Charleston area goes well beyond the Omni Commerce Park.

"We also are looking at healthcare, retail, office, and multi-family housing opportunities in Charleston," Grantham said. "So beyond this \$200 million commitment we are making, you will hopefully see us become active in other product types, both as investors and as active developers."

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Chief Lindy Rinaldi:

Advancing Security, Facilitating Commerce **BY BETSY HARTER**

PORT POLICE CHIEF LINDY RINALDI IS A WOMAN WHO defies stereotypes. Although she holds one of the highest profile positions on the waterfront, she prefers to work behind the scenes. And, despite the fact that she holds so much clout, Rinaldi's modest, down-to-earth nature is refreshing to all who meet her.

Perhaps it is Rinaldi's approachable personality that has enabled her to become such a driving force behind the Port of Charleston's coordinated security effort. At the SCSPA, she oversees a department of 86 officers within explosive detection K-9 teams, a marine patrol division, a training division, special operations, and the cruise vessel processes. In addition, Rinaldi spends a great deal of time collaborating with U.S. Customs and Border Protection (CBP), the U.S. Coast Guard (USCG), Project SEAHAWK, emergency responders, and state and local law enforcement agencies to ensure that the port meets the Department of Homeland Security's National Preparedness Priorities for Maritime Security.

Try as she might to quietly go about her business, Rinaldi recently was thrust into the spotlight when the Charleston Women in International Trade (CWIT) named her "2008 Woman of the Year." The nonprofit

organization, which is dedicated to the advancement of women in international trade professions, presents the Woman of the Year award annually to a woman who has made a beneficial contribution to the trade community and has enhanced the status of women in international trade.

Rinaldi was astounded at the news that was chosen for the award. Looking back, international trade was not part of her initial career plans. In fact, for several years after high school she longed to follow in her mother's footsteps as a nurse. Her first job was at a psychiatric hospital in her hometown of Fayetteville, NC.

"But things changed...I was tired of Fayetteville," she said. "A co-worker and I were watching a water rescue on TV, and the U.S. Coast Guard was there plucking people out of the Potomac. I said, 'Why not do that?'"

Much to the dismay of her close-knit Italian family, Rinaldi moved to Northern California to train with the USCG. Rinaldi was one of four women in her unit of 63 seamen who sailed upon a 44-foot motor lifeboat. Eventually, the USCG sent her to Charleston, where she has lived ever since. When her USCG commitment ended, Rinaldi

remained in the Lowcountry to pursue law enforcement. She found a position as a dispatcher in the Mount Pleasant Police Department, and she joined the Isle of Palms Police Department soon afterwards as the only female patrol officer. After working with the IOP for a year, a friend encouraged her to apply for a position with the SCSPA.

"I was hired as a port patrol officer, back when you could carry a badge and a gun and go to the Police Academy at a later date," she said. But, as usual, Rinaldi went above and beyond the requirements, competing basic law enforcement, as well as receiving instructor certification in a variety of firearms. Simultaneously, she moved through the ranks at the Port Police Department as a training sergeant, captain, deputy chief, then finally chief of police, a position she has held since 2000.

In the late 1990's security threats were emerging quickly. "It was my baptism by fire," Rinaldi laughed. "When that was all over, I was selected for the Chief of Police position, and I got to exhale for a few months. I was sitting there, thinking, 'This is really great being the Chief,' and then boom! Planes are hitting the Twin Towers in New York City, and my whole life has changed."

A new crop of security requirements emerged following September 11, 2001. Fortunately, the Port of Charleston's police department had already implemented a multitude of security standards in 2000, when it was one of several ports studied in an effort to develop a "model port" concept.

"We had taken that model port concept and run with it in 2000, because we wanted to be the model port," Rinaldi said. "We had implemented standards for ID cards, security lighting, fencing, and more."

Although Charleston was ahead of the curve in security measures, the Maritime Transportation Security Act (MTSA) of 2002 helped establish standards across the nation. Naturally, Rinaldi was tasked with spearheading this port's adherence to those standards. She helped certify the port through CBP's Customs Trade and Partnership Against Terrorism (C-TPAT) supply chain security program, and she obtained more than \$30 million in grants for physical security enhancements. Furthermore, she developed a port program for canine explosive detection teams. Her security efforts are ongoing, as she recently has begun implementing the Transportation Worker Identification Credential in the Charleston region.

But of all her many accomplishments, Rinaldi is most proud of her team of core staff officers. She attributes her own success to a fantastic staff, as well as a port community that is willing to work together.

"I love the fact that we get it in Charleston, and we are good team players," she said. "We have a great Port Police Department, coupled with the CBP, USCG, and Project SEAHAWK. Don't mess with Charleston... that's pretty much the message."

We have a great Port Police Department, coupled with the CBP, USCG, and Project SEAHAWK. Don't mess with Charleston... that's pretty much the message."



CHIEF LINDY RINALDI

profile

the business of trade



Briggs Industries:

A Century of Innovation

BY BETSY HARTER

FEW U.S. COMPANIES CAN CLAIM A CENTURY'S WORTH of success. For a company to survive two World Wars, a fluctuating economy, and constantly changing business models, its leaders must stand ready to turn obstacles into new opportunities.

Walter Owen Briggs, founder of Goose Creek, South Carolina-based Briggs Industries, was that type of leader. From the moment he founded Briggs Industries in 1908, he had an uncanny knack for great timing. When he launched the automobile body manufacturing company in Detroit, both the steel and auto industries were heating up in the United States. The company soon became the world's largest independent auto

body manufacturer. However, Walter Briggs could not rest on his laurels for long, as major U.S. car companies began moving their auto body production in-house during the 1920s. This turn of events, combined with a Depression-era economy, forced him to make a drastic change.

Desperate to keep his employees working, Briggs searched for another opportunity. Like many companies, he began manufacturing military supplies, which were in high demand at the time. Yet, another trend was emerging—indoor bathrooms were

becoming mainstream, so Briggs began expanding into steel plumbing-ware production. Again, his timing was perfect, as national sales of plumbing products increased nearly 400% from 1929 to 1954.

In 1997, Briggs Industries went international. It was purchased by a privately held South American company, Cerámicas Industriales S.A. (CISA), which operates facilities in Chile, Ecuador, Peru and Venezuela. CISA plants in South America now make the company's vitreous china toilets, bidets and lavatories, while its Knoxville, TN, facility manufactures porcelain-enameled steel bathtubs. Other products include kitchen sinks and the Sayco® brand of faucets.

It's no secret that the housing market is in a slump. As a result, Briggs Industries has once again zeroed in on a new market; in this case, people who wish to replace current fixtures with more eco-friendly options.

"Our slogan, 'Save water. Save money. Save the Environment.' reinforces our commitment to water conservation," explained Steve Glaser, who was promoted this month to President & CEO of Briggs Industries. "We have joined the Environmental Protection Agency's Water Sense Partner program, developing products that minimize water use while maximizing performance."

Such products include the Conserver toilet, which allows consumers to choose either the powerful 1.6 gallon per flush (GPF), or the conservative 1.0 GPF. This hybrid technology can reduce water usage by

20% over traditional toilets that use 1.6 gallons every flush. Compared to units manufactured in the 1950s that consume more than 4 GPF, the newer models offer substantial water savings. In addition, Briggs' award-winning PowerVAC vacuum-assisted technology offers a more efficient flush than traditional gravity toilets.

This technology is music to the ears of many people, especially those in drought-ridden areas, where local agencies leverage fines upon businesses and residents who do not reduce water consumption. Moreover, installing high-efficiency units during new construction is becoming mandatory in many states.

"Recent events have given us the opportunity to renovate our line and to sell to new construction or to people who are remodeling old units," Glaser said.

New low-consumption units can save the average household thousands of gallons of water per year. Multiply that by thousands of households in a municipality, and the entire community can conserve exponentially.

Today, Briggs Industries employs 150 people; 55 in the Goose Creek facility, which has housed the company's headquarters for six years. Goose Creek is located in the Charleston Metro area just a few miles from the Port of Charleston's marine terminals. The company has distribution centers in Goose Creek and Knoxville.

"We plan to keep our headquarters in Goose Creek for a long time," Glaser said. "The current location makes a lot of sense for our company, for several reasons."

First, he continued, Charleston offers excellent weekly ocean service to and from various South American ports, via several different carriers. This service is crucial for Briggs Industries, whose manufacturing facilities are sprinkled throughout South America. Second, the company can easily move cargo from the port to its nearby headquarters in Goose Creek. Third, the headquarters is close to I-26, I-20 and I-95, providing easy access for outbound freight to its customers, which include major wholesale distributors and retailers. Last, but not least, Charleston combines a stable work force with an excellent quality of life for employees.

Although imports have decreased a bit due to a lag in new construction, Glaser anticipates that Briggs will import 1,200 containers through the Port of Charleston this year. The company also annually exports 200-300 containers carrying bathtubs, which are made in the company's Knoxville factory. These boxes usually are bound for the Caribbean through the Port of Charleston.

"Having a port nearby is crucial for Briggs Industries, as we import more than 100 types of bath fixtures and plumbing products from our manufacturing facilities in South America," Glaser said. "We are committed to this community and will continue to serve as a viable economic force in the area. We anticipate new and better things from the Port of Charleston as it expands, and we support its efforts as it prepares for growth."

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This article is the third in a series highlighting organizations that foster international trade in South Carolina. Our May/June issue of Port Charleston featured the Warehouse and Distribution Association, and our March/April issue featured the South Carolina World Trade Center.



The South Carolina Department of Commerce

Facilitating Trade for SC Businesses

BY BETSY HARTER

THE SOUTH CAROLINA STATE PORTS AUTHORITY (SCSPA) is fortunate to have a multitude of agencies that assist it with increasing the volume of imports and exports through the Port of Charleston. As South Carolina's leading economic development agent, the South Carolina Department of Commerce (SCDOC) is committed to helping businesses prosper in South Carolina, working to recruit new businesses to the area as well as to promote economic opportunity for S.C. individuals and businesses.

Clarke Thompson, SCDOC international department manager, considers the SCDOC and the SCSPA to



CLARKE THOMPSON

be partners that assist each other with their respective missions—the SCDOC is tasked with creating economic opportunities for the citizens of South Carolina, while the SCSPA's goal is to contribute to the state's economic development by fostering and stimulating waterborne commerce and shipment of freight.

"The Port of Charleston is really an economic driver of South Carolina's business, and having the port in our state makes our products more competitive overseas, compared to products from inland states," Thompson said.

Export Assistance for S.C. Businesses

Thompson pointed out that recently, a major part of the SCDOC's mission lies in helping S.C. businesses find export markets for their products, locating buyers in other countries, and increasing the state's overall export sales. He stressed that right now is the perfect time for S.C. companies to consider exporting their products, because the weakness of the dollar has made American or South Carolina products more affordable to foreign customers.

"Many times, companies come calling when they are hurting and say, 'I want to think about that export thing.' But by then, it is too late,"

Thompson said. "S.C. companies should consider exporting now in order to diversify their sales portfolio so they do not have all their eggs in the U.S. basket. Foreign sales can help keep them afloat when our economy takes a downturn."

The SCDOC's typical clients are small to medium-sized businesses that employ 10-25 people, with annual sales between \$1 million and \$5 million. Generally, these companies lack marketing and sales teams, so the president is taking care of these duties, rather than concentrating on product development. These small to medium-sized companies typically need the SCDOC's services more than larger companies, which have their own resources.

"A lot of our clients think they are too small to export, but history shows that it doesn't matter what size you are to make export sales," Thompson said. "All South Carolina companies should take a look at the

opportunities abroad...those opportunities are certainly out there."

The SCDOC assists S.C. companies in cultivating overseas markets in several ways, one of which is by organizing trade missions to other countries that enable business owners to meet face-to-face with potential buyers. The SCDOC gives local companies the resources and



guidance to pursue export opportunities, as well as receive one-on-one matchmaking appointments arranged by the U.S. Foreign Commercial Service with potential buyers, distributors, representatives and business partners in these markets. Another way the SCDOC assists trade mission clients is in conducting an economic viability study of the company's product in overseas markets.

"There are some products that aren't going to have a chance, so before we suggest that a company spend the funds to go on a mission trip, we will find out first whether that product has potential in a market," Thompson said.

The SCDOC will research whether the product is viable, either through its foreign offices or through the U.S. Foreign Commercial Service, which produces market research reports every year that indicate which sectors have the best opportunities for specific products.

"For example, they might find there is not a good chance for that product in Germany, but it looks like the Czech Republic might be a good match for it," he continued. "The last thing we want is to get someone excited about international trade, and then they come back realizing there was no potential."

Besides working to increase exports, the SCDOC aids S.C. businesses through its activity in the S.C. International Trade Coalition. Four years ago, the SCDOC joined the SCSPA, the U.S. Commercial Service, the South Carolina World Trade Center, the South Carolina Export Consortium, and other S.C. organizations to form the organization, which assists firms in the international marketplace via trade counseling and assistance, market entry strategy, international marketing and sales assistance, import/export educational seminars, and international trade missions.

"The S.C. International Trade Coalition acts as a clearinghouse among the various agencies so that we don't step on each other's toes, but mainly so that we can do some co-marketing of our seminars or trade missions," Thompson said.

The SCDOC's diligent work overseas has gained South Carolina a fantastic reputation in many countries. Not only does the state operate offices in Munich, Shanghai, Toronto and Tokyo, but also the SCDOC's office in China is one of the only recognized state governmental offices in that country. Last year, South Carolina and China signed a Memorandum of Understanding (MOU) that affirmed the relationship, established and designated South Carolina as one of the country's preferred U.S. locations for Chinese businesses to operate, and identified areas for enhanced cooperation between the two parties, explained SCDOC spokesperson Kara Borie. "This MOU makes us unique."

"The Port of Charleston is really an economic driver of South Carolina's business, and having the port in our state makes our products more competitive overseas, compared to products from inland states."

— Clarke Thompson



JOHN SCARBOROUGH

Balancing Exports With Imports

The SCDOC's efforts to augment South Carolina's exports have certainly been a boon to the Port of Charleston. In addition to increasing exports, the SCDOC recently took steps to help the SCSPA recruit new industry to the state by hiring John Scarborough as a Senior Project Manager. Scarborough will work in coordination with the SCSPA to capitalize on the recruitment of distribution and logistics centers throughout the state.

SCSPA officials anticipate that Scarborough's focus on bringing distribution centers to the area will boost the state's imports, which is help critical to helping the SCSPA maintain its position as a leading port worldwide.

"We have a nice export base right now, and our state has to have a complementary import base if we want our exporters to have access to world markets," said Marion Bull, SCSPA marketing manager. "Exports are great for South Carolina, especially during these times when the dollar is weak."

Bull noted that ocean carriers make their port selection decision based on where imports are going. Unfortunately, if the imports are going to cities near other ports, the exporters, including South Carolina companies, sometimes are forced to choose competing ports.

"Ships go where ocean carriers can make money, and exporters go where the ships are," Bull said. "Although exporters in our state may desire to export via the Port of Charleston, they could be forced to choose another port if a ship is not coming here."

Bull said that bringing Scarborough in to work in coordination with the SCSPA will help the state capitalize on the recruitment of distribution and logistics centers, which will attract large importers.

"Distribution and logistics operations have presented a great opportunity because of South Carolina's proximity to markets, quality infrastructure, and most importantly the Port of Charleston. This new position is a natural and necessary element of establishing an economic development team effort in our state," said Joe Taylor, S.C. Secretary of Commerce. "The Port of Charleston is a major benefit to Commerce's recruitment endeavors. Having a project manager at the SCSPA will enhance the work that is already being done to recruit industrial development and distribution operations by companies that also utilize the Port of Charleston."

Over the past several years, distribution and logistics operations have grown, both as a result of SCSPA and SCDOC recruitment efforts and private investors. Today, approximately 260 domestic and international distribution and logistics operations are in South Carolina. A host of private investors such as Hillwood, Rockefeller, Childress-Klein, Johnson Development, Lauth and Jafza have made or plan to make significant investments to construct distribution and logistics developments throughout South Carolina.

Scarborough is definitely the person for such a critical job. He brings extensive experience in economic development and a wealth of knowledge about both the Lowcountry and the state, having previously served for 17 years as the economic development director for

The South Carolina Department of Commerce

Berkeley County. During that time, he aided the county in attracting more than \$10 billion in direct investment from businesses, which led to the creation of more than 30,000 jobs. Prior to his time with the Berkeley County Economic Development Office, Scarborough worked in the banking industry and was a registered stockbroker. Scarborough earned a bachelor's degree in marketing from Charleston Southern University in 1971. He grew up in Berkeley County and is a life-long South Carolina resident.

"John Scarborough is a well-respected economic development professional," said Bernard S. Groseclose Jr., SCSPA president and CEO. "Over his career, John has worked on many projects resulting in tremendous investment and jobs for our area, so he certainly brings a lot to the table for South Carolina. He was very involved with the major national developers that are building significant distribution center space in our area. We're very pleased to have him on South Carolina's team."

Attracting Direct Foreign Investment

South Carolina has a rich history in the international arena, thanks to many years of cultivating relationships with foreign companies.

"Approximately 21% of manufacturing jobs in South Carolina are supported by foreign companies, said Jack Ellenberg, SCDOC deputy secretary of new investments. "Our efforts to recruit direct foreign investment is obviously not a sudden project...we have been working on this project for years and are seeing more and more benefits of our efforts to reach out to international companies."

Naturally, the companies that immediately come to mind are South Carolina's largest players, such as BMW, Michelin, Honda, Fuji and others. However, hundreds of small to medium-sized businesses currently operate in the state.

"About 135,000 people in South Carolina are employed by international companies, which is significant," Ellenberg said. "That is \$34 billion in capital investment tied to foreign companies in our state."

He added that in South Carolina, 470 German companies employ 27,000 South Carolinians and represent \$11 billion in capital investment. Other international companies include: 249 Japanese companies representing \$5.5 billion in capital investment, 198 French companies representing \$4.2 billion, and 281 companies from the United Kingdom.

Ellenberg noted that many of these small to medium-sized companies are suppliers that have followed a larger company to South Carolina. For example, 52 companies chose to come to South Carolina because they are suppliers to BMW. Nearly 40 of those 52 suppliers have chosen to place new North American operations in the state.

"Last Spring, BMW announced that it will invest an additional \$750 million in its Upstate South Carolina factory, adding 1.5 million square feet and 500 new jobs as the facility produces three models.

"What BMW didn't announce, and couldn't announce because they can't even predict, is the thousands of jobs coming to the state through the supplier companies," Ellenberg said.

Although many states have reduced their international recruitment activities due to budget constraints, South Carolina continues to move forward in its efforts. Ellenberg said that the SCDOC will continue to recruit foreign direct investment because the international companies have been so vital to the state's economy. When meeting with these companies, the SCDOC touts South Carolina's biggest attributes: market access, supplier sourcing, the Port of Charleston, the outstanding work force, and the state's great quality of life.

"We are focused in our international efforts," he said. "We have seen them pay off over the years, and we are not backing off. We will continue to move forward so that we can continue to be a global player."

SCDOC Hosts Upcoming Trade Missions



The South Carolina Department of Commerce encourages companies looking for export sales opportunities to participate in its trade missions to foreign markets. Contact Clarke Thompson at cthompson@sccommerce.com for additional information.

September 4-13, 2008

Trade & Investment Mission to China

November 6-14, 2008

Trade & Investment Mission to Israel

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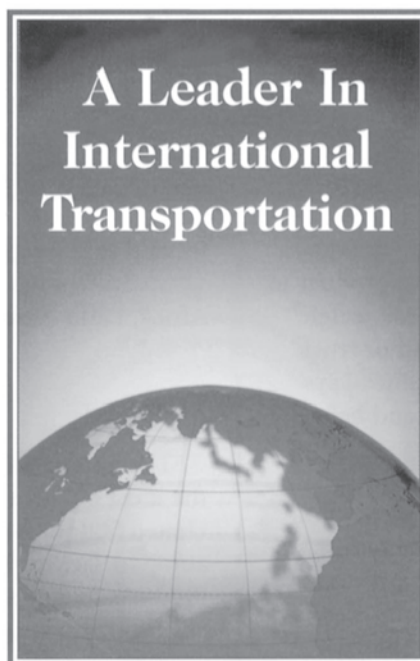
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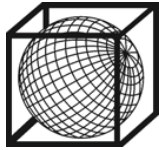
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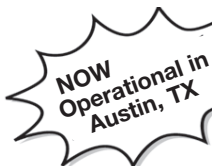
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Direct Services by Trade Region by Carrier

This listing indicates direct service calls in and out of Charleston. Many of these carriers also offer transshipment options that will move your cargo anywhere in the world. Please contact your ocean carrier about transshipment options.

CARRIER NAME	CARRIER SERVICE NAME	FREQUENCY	TERMINAL
Africa (Non Med) (4 carrier services in 2 deployments)			
Maersk Line	AMEX	Weekly	WW
Mitsui O.S.K.	—	Fortnightly	UP
MSC	AMEX	Weekly	WW
Safmarine	AMEX	Weekly	WW
Asia - India Ocean (16 carrier services in 5 deployments)			
ANL Container Line	ISC-3	Weekly	NC
APL	IAX	Weekly	NC
APL	SZX	Weekly	WW
ARC	Mid East	Fortnightly	UP
CMA CGM	INDAMEX	Weekly	NC
CMA CGM	SZX	Weekly	WW
Evergreen Line	SZX	Weekly	WW
Hapag-Lloyd	INDAMEX	Weekly	NC
Hyundai	SZX	Weekly	WW
MacAndrews	INDAMEX	Weekly	NC
Maersk Line	MECL1/SZX 1	Weekly	WW
MOL	IAX	Weekly	NC
MOL	SZX	Weekly	WW
MSC	—	Weekly	WW
Safmarine	USEC EXP	Weekly	WW
Wallenius Wilhelmsen	NM	Fortnightly	UP
Asia - Pacific (18 carrier services in 6 deployments)			
APL	APX	Weekly	WW
APL	SZX	Weekly	WW
CMA CGM	SZX	Weekly	WW
COSCO	AWE 2	Weekly	CS
Evergreen Line	APX	Weekly	WW
Evergreen Line	NUE	8 days	NC
Evergreen Line	SZX	Weekly	WW
Hanjin	AWC	Weekly	CS
Hyundai	APX	Weekly	WW
Hyundai	SZX	Weekly	WW
K Line	NATCO-1	Weekly	CS
Maersk Line	—	8 days	NC
Maersk Line	TP7	Weekly	WW
MOL	CNY/APX	Weekly	WW
MOL	SZX	Weekly	WW
MSC	—	Weekly	WW
Safmarine	TP7	Weekly	WW
Yang Ming	AW 2	Weekly	CS
Australia-New Zealand (1 carrier service in 1 deployment)			
MSC	—	Weekly	WW
Caribbean (21 carrier services in 9 deployments)			
Alianca	ABUS	Weekly	WW
APL	APX	Weekly	WW
CCNI	Americas	Weekly	WW
CSAV	—	Weekly	WW
CSAV	Americas	Weekly	WW
Evergreen Line	CNY	Weekly	WW
Evergreen Line	NUE	8 days	NC
Evergreen Line	SNT	Weekly	WW
Hamburg Sud	ABUS	Weekly	WW
Hamburg Sud	AGAS	Weekly	WW
Hyundai	APX	Weekly	WW
Libra	—	Weekly	WW
Maersk Line	AMEX	Weekly	WW
Maersk Line	SAE	Weekly	WW
Maersk Line	TP7	Weekly	WW
MOL	CNY/APX	Weekly	WW
MSC	AMEX	Weekly	WW
MSC	S Atlantic	Weekly	WW
MSC	String 1	8 days	WW
Safmarine	AMEX	Weekly	WW
Safmarine	TP7	Weekly	WW

Europe - Atlantic (44 carrier services in 15 deployments)

ACL	J	Weekly	NC
ACL	N	Weekly	ND
ANL Container Line	EUS-1	Weekly	NC
APL	APX	Weekly	WW
APL	ATN	Weekly	WW
APL	ATS	Weekly	WW
ARC	Atlantic	Weekly	UP
Atlanticargo	—	9 days	CS
BBC Chartering & Logistics	Andino Eur	Monthly	CS
China Shipping Container Lines	EAG	Weekly	NC
CMA CGM	Liberty Br	Weekly	WW
CMA CGM	Victory Br	Weekly	NC
COSCO	TAS 1	Weekly	CS
CSCL	EAG	Weekly	NC
Evergreen Line	EUG	Weekly	NC
Evergreen Line	NUE	Weekly	NC
Hanjin	NTA	Weekly	CS
Hapag-Lloyd	ATX	Weekly	NC
Hapag-Lloyd	GAX	Weekly	NC
Hapag-Lloyd	GMX	Weekly	NC
Hyundai	APX	Weekly	WW
Hyundai	ATN	Weekly	WW
Hyundai	ATS	Weekly	WW
K Line	NA Shuttle	Weekly	UP
K Line	TASCO 1	Weekly	CS
Maersk Line	TA1	Weekly	WW
Maersk Line	TA2	Weekly	WW
Maersk Line	TA3	Weekly	WW
Mitsui O.S.K.	—	Fortnightly	UP
MOL	ATN	Weekly	WW
MOL	ATS	Weekly	WW
MOL	CNY/APX	Weekly	WW
MSC	S Atlantic	Weekly	WW
NYK	ATX	Weekly	NC
NYK	GAX	Weekly	NC
OOCL	ATX	Weekly	NC
OOCL	GAX	Weekly	NC
OOCL	GMX	Weekly	NC
Star Shipping	—	9 days	CS
Wallenius Wilhelmsen	EA,NA	Fortnightly	UP
Wallenius Wilhelmsen	EB,NB	Weekly	UP
Yang Ming	TA1	Weekly	CS
Zim	ATX	Weekly	NC
Zim	AUE	Weekly	CS

Mediterranean (18 carrier services in 5 deployments)

ANL Container Line	ISC-3	Weekly	NC
APL	IAX	Weekly	NC
APL	MGS	Weekly	WW
ARC	Mid East	Fortnightly	UP
CMA CGM	INDAMEX	Weekly	NC
COSCO	TAS 6	Weekly	WW
Hapag-Lloyd	INDAMEX	Weekly	NC
Hapag-Lloyd	MNX	Weekly	WW
K Line	TASCO 6	Weekly	WW
MacAndrews	INDAMEX	Weekly	NC
Maersk Line	MECL1/SZX 1	Weekly	WW
Maersk Line	West Med	Weekly	WW
MOL	IAX	Weekly	NC
MSC	—	Weekly	WW
Safmarine	USEC EXP	Weekly	WW
Safmarine	US-Gulf	Weekly	WW
Wallenius Wilhelmsen	NM, MN	Fortnightly	UP
Yang Ming	TA6	Weekly	WW

South America - Atlantic (13 carrier services in 4 deployments)

Alianca	ABUS	Weekly	WW
Alianca	NA-ECSA2	Weekly	WW
CMA CGM	ABEX	Weekly	WW
CSAV	—	Weekly	WW
CSAV	USATLAN	Weekly	WW
Evergreen Line	SNT	Weekly	WW
Hamburg Sud	ABUS	Weekly	WW
Hamburg Sud	NA-ECSA2	Weekly	WW
Libra	—	Weekly	WW
Libra	USATLAN	Weekly	WW
Maersk Line	NASA	Weekly	WW
Mitsui O.S.K.	—	Fortnightly	UP
MSC	—	Weekly	WW

South America - Pacific (5 carrier services in 3 deployments)

BBC Chartering & Loistics	Andino Eur	Montly	WW
CCNI	Americas	Weekly	WW
CSAV	Americas	Weekly	WW
Hamburg Sud	AGAS	Weekly	WW
MSC	String 1	8 days	WW

Direct Services by Terminal by Deployment Grouping

This listing indicated direct service calls in/out of Charleston. Many of these carriers also offer transshipment options that will move your cargo anywhere in the world. Please contact to your ocean carrier about transshipment options. Contact information is provided below.

TERM.	SERVICE	PARTICIPATING CARRIERS	TRADE REGION	FREQUENCY
CS	-	Atlanticargo / Star Shipping	Europe - Atlantic	9 days
CS	AUE / NTA / TA1 / TAS-1 / TASCO 1	COSCO / Hanjin / K Line / Yang Ming / Zim	Europe - Atlantic	Weekly
CS	AWC / AWE-2 / AW2 / NATCO-1	COSCO / Hanjin / K Line / Yang Ming	Asia - Pacific	Weekly
CS	Andino Eur	BBC Chartering & Logistics	Europe - Atlantic / South America - Pacific	Monthly
NC	ATX / N	ACL / Hapag-Lloyd / NYK / OOCL / Zim	Europe - Atlantic	Weekly
NC	EAG / EUG / EUS-1 / Victory Br	ANL / CMA CGM / CSCL / Evergreen Line	Europe - Atlantic	Weekly
NC	GAX / J	ACL / Hapag-Lloyd / NYK / OOCL	Europe - Atlantic	Weekly
NC	GMX	Hapag-Lloyd / OOCL	Europe - Atlantic	Weekly
NC	IAX / INDAMEX / ISC-3	ANL / APL / CMA CGM / Hapag-Lloyd / MacAndrews / MOL	Asia - India Ocean / Mediterranean	Weekly
NC	NUE / -	Evergreen Line / Maersk Line	Asia - Pacific / Caribbean / Europe - Atlantic	8 days
UP	-	Mitsui O.S.K.	Africa (Non Med) / Europe / South America - Atlantic	Fortnightly
UP	"Atlantic / EB,NB"	ARC / Wallenius Wilhelmsen	Europe - Atlantic	Weekly
UP	"EA,NA"	Wallenius Wilhelmsen	Europe - Atlantic	Fortnightly
UP	"Mid East / NM,MN"	ARC / Wallenius Wilhelmsen	Asia - India Ocean / Mediterranean	Fortnightly
UP	NA Shuttle	K Line	Europe - Atlantic	Weekly
WW	-	MSC	Asia - India Ocean	Weekly
WW	-	MSC	Asia - Pacific	Weekly
WW	-	MSC	Australia - New Zealand	Weekly
WW	-	MSC	South America - Atlantic	Weekly
WW	- / ABUS / NASA / SNT	Alianza / CSAV / Evergreen / Hamburg Sud / Libra / Maersk Line	Caribbean / South America - Atlantic	Weekly
WW	ABEX / NA-ECSA2 / USATLAN	Alianza / CMA CGM / CSAV / Hamburg Sud / Libra	South America - Atlantic	Weekly
WW	AGAS / Americas	CCNI / CSAV / Hamburg Sud	Caribbean / South America - Pacific	Weekly
WW	AMEX	Maersk Line / MSC / Safmarine	Africa (Non Med) / Caribbean	Weekly
WW	APX / CNY	APL / Hyundai / Maersk Line / MOL / Evergreen Line	Asia - Pacific / Caribbean / Europe - Atlantic	Weekly
WW	ATN / TA3/TP7 / Liberty Br	APL / Hyundai / Maersk Line / MOL / Safmarine / CMA CGM	Asia - Pacific / Caribbean / Europe - Atlantic	Weekly
WW	ATS / TA2	APL / Hyundai / Maersk Line / MOL	Europe - Atlantic	Weekly
WW	MECL1/SZX1 / USEC EXP	Maersk Line / Safmarine	Asia - India Ocean / Mediterranean	Weekly
WW	MGS / MNX / US Gulf / West Med	APL / Hapag-Lloyd / Maersk Line / Safmarine	Mediterranean	Weekly
WW	S Atlantic	MSC	Caribbean / Europe - Atlantic	Weekly
WW	SAE	Maersk Line	Caribbean	Weekly
WW	String 1	MSC	Caribbean / South America - Pacific	8 days
WW	SZX	APL / CMA CGM / Evergreen / Hyundai / MOL	Asia - Pacific / Asia - India Ocean	Weekly
WW	TAS-6 / TASCO 6 / - / TA6	COSCO / K Line / MSC / Yang Ming	Mediterranean	Weekly

Carrier Service information obtained from Compair Data Inc.

CARRIER	CUSTOMER SERVICE	WEB ADDRESS
ACL	(800) 225-1235	www.aclcargo.com
Alianza	(973) 775-5600	www.alianza.com.br
ANL Container Line	(843) 720-1580	www.anl.com.au
APL	(800) 999-7733	www.apl.com
ARC	(201) 571-0444	www.arccnet.com
Atlanticargo	(800) 251-3960	www.atlanticargo.com
BBC Chartering USA	(713) 668-4020	www.BBC-online.de
CCNI	(800) 223-2264	www.ccni.cl
China Shipping	(843) 881-4754	www.chinashippingna.com
CMA CGM	(843) 740-0700	www.cma-cgm.com
COSCO	(800) 242-7354	www.cosco-usa.com
CSAV	(732) 635-2600	www.csav.com
Emirates Shipping Line	(732) 882-1600	www.emiratesline.com
Evergreen Shipping Agency	(843) 856-7600	www.evergreen-shipping.us
Hamburg Sud	(888) 228-3270	www.hamburg-sued.com

Hanjin	(912) 966-1220	www.hanjin.com
Hapag-Lloyd	(843) 556-4052	www.hlcl.com
Hyundai	(877) 749-8632	www.hmm21.com
K Line	(800) 609-3221	www.k-line.com
Libra	(877) 959-4910	www.libra.com.br
MacAndrews	(843) 856-1000	www.macandrews.net
Maersk Line	(800) 321-8807	www.maerskline.com
MOL	(866) 437-2576	www.molpower.com
MSC	(843) 971-4100	www.msccva.ch
NYK	(888)-695-7447	www.nyk.com
OOCL	(888) 388-6625	www.oocl.com
Safmarine	(866) 866-4723	www.safmarine.com
Shpg Corp. of India	(843) 856-1000	www.shipindia.com
Star Shipping	(843) 856-1000	www.starshipping.com
Wallenius Wilhelmsen	(201) 505-4000	www.2wglobal.com
Yang Ming	(912) 238-0329	www.yml.com.tw
Zim	(866) 744-7046	www.zim.co.il



The 2008 South Carolina International Trade Conference was a huge success drawing more than 500 attendees. With an ambitious agenda including speeches from business leaders, outstanding social events, networking in the exhibit hall and even a comedian, the conference once again proved why it's the leader in its class of event. Pictured to the left are attendees of the May 29 breakfast session; Comedian Tim Wilson who performed at the World Trade Luncheon; and Lisa Saunders, vice president, transportation for Advance Auto Parts. 2008 Conference General Chairperson Deb Blatchford (OOCL) and her all-volunteer board of directors did an outstanding job making the event a memorable and informative affair.

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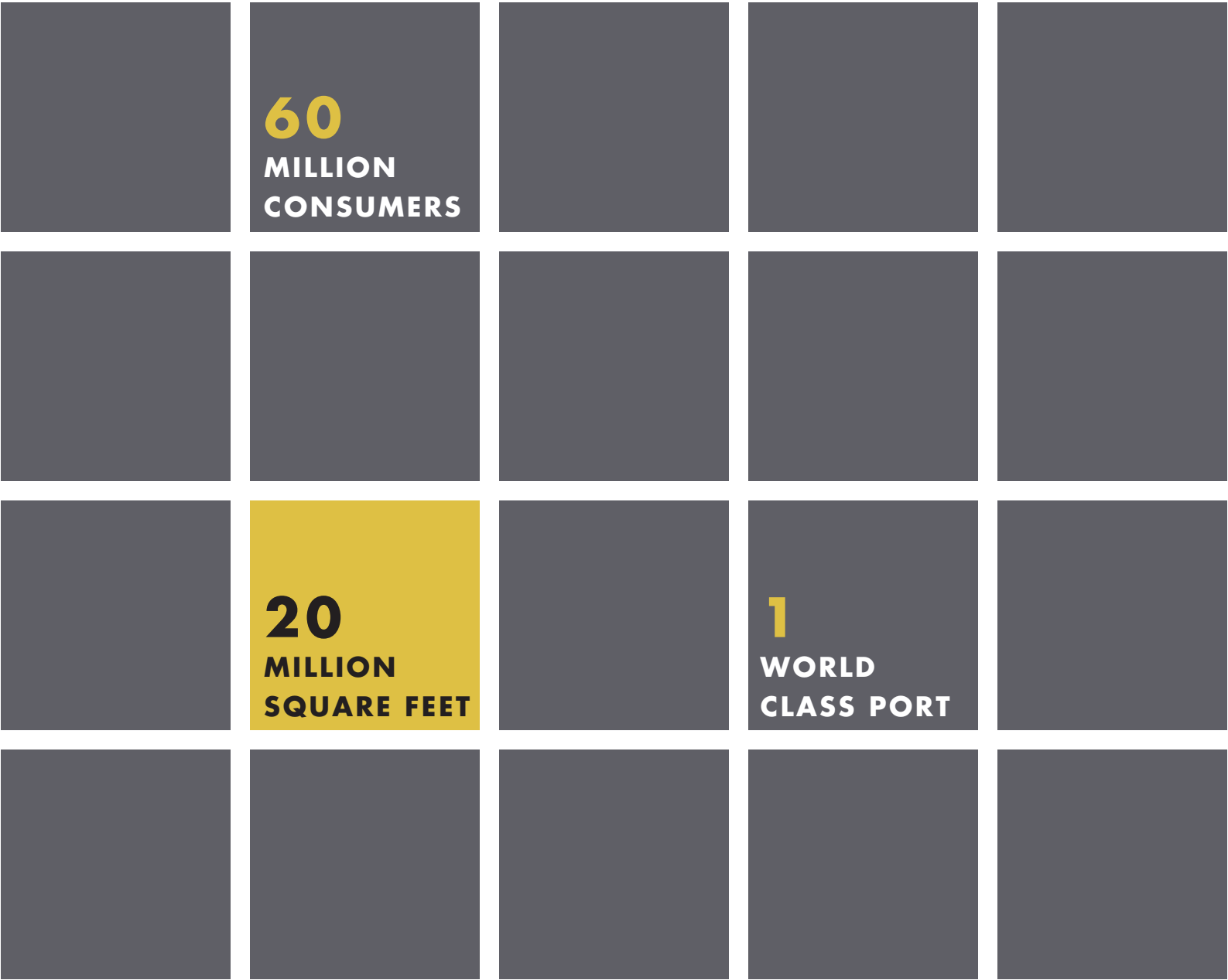
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